

Message Text

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PAGE 01 STATE 230482

62

ORIGIN EB-11

INFO OCT-01 ARA-16 ISO-00 SSO-00 NSCE-00 INRE-00 AGR-20

CIAE-00 COME-00 INR-10 LAB-06 NSAE-00 RSC-01 SPC-03

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FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ NIACT IMMEDIATE

INFO AMEMBASSY LIMA PRIORITY

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EO:11652, N/A

TAGS: ETRD, BL

SUBJECT: COTTON CONTRACTS

REF: LA PAZ 7015 (NOTAL)

1. FRIEDMAN HAS ALREADY RECEIVED REPLY FROM ADEPA IN RESPONSE TO HIS TELEX SEEKING CLARIFICATION ON RODA/ROMERO LETTER (PARA 2 REFTL). ACCORDING FRIEDMAN, ADEPA RESPONSE APPEARS QUITE UNSATISFACTORY, ADEPA STATING THAT TEN DOLLAR PER QUINTAL IS NOT RPT NOT NEGOTIABLE AND IS, IN FACT, QUOTE MINIMUM END QUOTE PRICE POSITION. FURTHERMORE, ADEPA RESPONSE SUBJECT TO INTERPRETATION THAT 1973 COTTON WILL NOT RPT NOT BE DELIVERED AT 1973 CONTRACT PRICES PLUS EXPENSES, THAT TIMING OF WHATEVER FINAL PAYMENT IS AGREED UPON WILL APPLY AGAINST 1973 CONTRACTS, AND THAT WHOLE QUESTION OF 1974 FUTURE CONTRACTS IS

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PAGE 02 STATE 230482

SUBJECT TO FURTHER NEGOTIATION RE AMOUNTS, ETC.

2. IN VIEW ADEPA'S NEGATIVE STANCE, FRIEDMAN BELIEVES VISIT BY COOK WOULD NOT RPT NOT BE USEFUL AT THIS TIME. HOWEVER, BECAUSE ADEPA RESPONSE STILL LEAVES OPEN NUMEROUS AMBIGUITIES, BECAUSE FRIEDMAN WANTS TO KEEP DOOR OPEN, AND IN VIEW REFTEL, FRIEDMAN PROPOSES (AND

DEPARTMENT HAS NO RPT NO OBJECTION) THAT ADEPA AND COOK/RALLI REPS MEET IN NEUTRAL SITE (PREFERABLY LIMA) TO SEEK THESE FURTHER QUOTE CLARIFICATIONS END QUOTE REGARDING THE ORIGINAL RODA/ROMERO LETTER AND THE EXCHANGE OF TELEXES DURING THE PAST TWO DAYS AND TO DETERMINE WHETHER THERE IS A BASIS FOR FURTHER NEGOTIATIONS. IF SUCH A MEETING IS SUCCESSFUL, THEN FRIEDMAN BELIEVES THERE MAY BE GROUNDS FOR NEGOTIATION LATER, AND HE AND BARNETT WOULD BE PREPARED TO GO TO LA PAZ SOON THEREAFTER.

3. ACCORDINGLY, EMBASSY LA PAZ IS REQUESTED TO CONTACT RODA AND ROMERO TO DETERMINE IF THEY AND THEIR TWO ASSOCIATES WILLING MEET COOK REPS IN LIMA. FRIEDMAN AND BARNETT PREPARED COMMENCE TRAVEL THIS FRIDAY. IF ADEPA CONCURS, DEPARTMENT WILL REQUEST EMBASSY LIMA PROVIDE APPROPRIATE ASSISTANCE TO FRIEDMAN AND BARNETT.

4. ADVISE SOONEST. KISSINGER

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